

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed

4/4/2023

Game #	2378	Confirmed Packs	11,312
Game Name	\$200,000,000 Cash Blowout!	Active Packs	4,520
Quantity Printed	6,116,960	Warehouse Packs	26,879
Price Point	\$50	Returned Packs	119
Start Date	3/7/2022	Printed Payout Percentage	77.97%
Top Prize	\$ 5,000,000	Percent Sold	84.98%
Number of Top Prizes Remaining	0	Number of Weeks Out	56

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 865,081	Actual ticket production costs
Prize payout expense	\$ 204,646,250	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 205,511,331

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 259,909,630	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 259,909,630

Excess of Revenue over Expended **\$ 54,398,300**

INTANGIBLE POSITIVE BENEFITS:

- Allows for open bin space for new games at same price point with higher average weekly sales.
- Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

INTANGIBLE NEGATIVE BENEFITS:

- There are still valuable prizes remaining in this game.

Assumptions:

- Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales Comparison Information

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	2,722,700
Next week	\$	2,590,700
Next week	\$	2,539,350
Avg Weekly Sales Current Game	\$	2,617,583
Avg Weekly Sales \$20; 5M-9.99M Qty	\$	3,720,871
Percentage Of Variance In Sales		30%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	<div>2378</div>	Printed Payout Percentage	<div>77.97%</div>
Game Name	<div>,000,000 Cash Blowout!</div>	Actual Payout Percentage	<div>78.74%</div>
Percent Sold	<div>84.98%</div>	Number of Weeks Out	<div>56</div>
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			<div>41</div>

Recommendation

☒ Based on the findings in this Summary Report, I am recommending closing the above game.

☐ I am recommending closing the above game based on the below business reason(s):

Not Required - All Top Prizes Claimed

Scratch Ticket Strategy Coordinator Date

Not Required - All Top Prizes Claimed

Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Not Required - All Top Prizes Claimed

Lottery Operations Division Director Date

Not Required - All Top Prizes Claimed

Controller Date

Not Required - All Top Prizes Claimed

Deputy Executive Director Date

Not Required - All Top Prizes Claimed

Executive Director Date

Bowersock, Dale

From: WebsiteSupport@lottery.state.tx.us
Sent: Tuesday, April 4, 2023 5:15 AM
To: WEBSITE_SCRATCH_ZTP
Subject: ZTP Occurrence: Date 04/03/2023

All top prizes for the following game(s) have been claimed as of 04/03/2023.

Game Number	Game Name	Price	Prize Amount	Prizes Printed	Prizes Claimed	Pending Top Claims	Pending Top Claims Count	Prizes Remaining	Sales Begin Date	Pre-Call Date	Call Date	Sales End Date
2378	\$200,000,000 Cash Blowout!	\$50	\$5,000,000	4	4		0	0	03/07/2022		04/04/2023	05/19/2023

The Last Top Prize Claimed Date only reflects prizes claimed at a Texas Lottery® claim center. If the final top prize was validated at a retail location that validation date will not be reflected on this report.



Play the Games of Texas!

Da Vinci Report

4/4/23

Week End Date:4/1/23

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/1/23	3/25/23	3/18/23	3/11/23
Mature	2321	\$3	47,974,000	\$50,000 BONUS CASHWORD	4/11/22			51	47.47%	10,588	7,663	180,097	38	\$1,331,325.00	\$1,339,194.00	\$1,321,263.00	\$1,393,353.00
	2431	\$3	32,785,800	SPECIAL EDITION LOTERIA	10/17/22			24	34.39%	17,105	11,246	253,851	19	\$1,435,809.00	\$1,451,244.00	\$1,492,905.00	\$1,530,363.00
	2440	\$5	12,237,000	\$200,000 CASH BLOWOUT	9/6/22			30	69.36%	7,680	5,928	33,038	88	\$734,880.00	\$740,835.00	\$821,045.00	\$836,620.00
	2428	\$5	23,203,950	BINGO TIMES 20	4/11/22			51	60.26%	11,591	8,007	100,049	48	\$1,401,550.00	\$1,373,245.00	\$1,399,180.00	\$1,432,790.00
	2454	\$5	7,217,250	CASH PLU\$	12/5/22			17	69.36%	4,623	3,131	18,520	299	\$506,825.00	\$518,175.00	\$634,290.00	\$675,110.00
	2444	\$5	10,272,825	DAY OF THE DEAD	10/3/22			26	48.79%	650	415	62,193	5,783	\$58,410.00	\$65,210.00	\$84,305.00	\$87,235.00
	2456	\$5	7,191,150	LUCKY 7	12/19/22			15	80.39%	5,678	4,020	5,751	57	\$702,735.00	\$780,095.00	\$897,555.00	\$1,009,315.00
	2374	\$5	27,786,375	POWER 50X	1/3/22			65	72.61%	4,107	3,249	91,443	74	\$558,035.00	\$602,675.00	\$615,150.00	\$678,055.00
	2432	\$5	59,010,300	SPECIAL EDITION SUPER LOTERIA	12/5/22			17	26.85%	27,645	13,877	524,404	14	\$4,993,050.00	\$5,013,315.00	\$5,076,490.00	\$5,219,235.00
	2425	\$5	32,632,050	SUPER CROSSWORD	2/24/22			57	78.91%	13,636	8,394	65,186	56	\$2,202,770.00	\$2,142,720.00	\$2,194,950.00	\$2,249,265.00
	2333	\$10	28,628,600	\$250,000 50X CASHWORD	12/20/21			67	79.52%	16,844	8,258	86,814	46	\$3,382,950.00	\$3,191,560.00	\$3,234,150.00	\$3,355,280.00
	2441	\$10	14,063,350	\$500,000 CASH BLOWOUT	9/6/22			30	41.40%	11,761	7,227	141,787	52	\$1,180,930.00	\$1,121,240.00	\$1,174,000.00	\$1,180,100.00
	2422	\$10	8,199,450	7	10/3/22			26	83.22%	5,920	3,726	15,740	36	\$979,260.00	\$936,140.00	\$1,026,680.00	\$1,054,870.00
	2410	\$10	8,198,500	MONOPOLY	12/5/22			17	50.44%	9,656	6,492	62,208	49	\$1,346,820.00	\$1,295,360.00	\$1,440,640.00	\$1,553,770.00
	2407	\$10	12,236,750	PAYOUT MULTIPLIER	7/5/22			39	55.26%	3,877	2,288	101,567	87	\$475,190.00	\$435,810.00	\$487,960.00	\$532,930.00
	2452	\$10	5,882,300	PEPPERMINT PAYOUT DELUXE	11/7/22			21	85.95%	2,116	1,044	3,249	5,864	\$241,850.00	\$297,220.00	\$372,260.00	\$468,790.00
	2311	\$10	8,067,400	TRIPLE RED 777 SUPER TICKET	7/11/22			38	83.65%	11,124	5,983	6,122	39	\$1,573,160.00	\$1,550,440.00	\$1,548,120.00	\$1,651,930.00
	2460	\$20	7,978,175	\$100,000,000 RICHES!	12/19/22			15	36.00%	13,898	6,749	180,504	7	\$2,319,840.00	\$2,505,380.00	\$2,974,400.00	\$3,100,880.00
	2442	\$20	10,250,650	\$1,000,000 CASH BLOWOUT	9/6/22			30	36.14%	13,136	6,536	238,192	115	\$1,545,500.00	\$1,447,280.00	\$1,563,340.00	\$1,574,520.00
	2438	\$20	19,277,675	\$1,000,000 CROSSWORD	6/6/22			43	53.85%	23,204	8,475	317,289	52	\$4,916,780.00	\$4,897,620.00	\$5,128,680.00	\$5,045,740.00
	2349	\$20	8,200,000	500X	7/18/22			37	86.22%	8,534	3,568	30,472	68	\$1,507,300.00	\$1,673,600.00	\$1,857,060.00	\$1,980,780.00
	2367	\$20	16,392,750	CASH SPECTACULAR	11/15/21			72	52.80%	11,296	5,566	288,794	112	\$1,783,480.00	\$1,738,740.00	\$1,893,420.00	\$1,822,840.00
	2434	\$20	16,932,075	MILLION DOLLAR LOTERIA	9/19/22			28	68.72%	45,193	12,107	143,175	29	\$8,782,040.00	\$8,803,980.00	\$9,076,600.00	\$8,829,660.00
	2402	\$20	8,199,050	MONEY	6/20/22			41	52.09%	5,128	2,588	147,516	77	\$746,380.00	\$742,240.00	\$815,700.00	\$858,900.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			263	76.14%	9,884	4,833	305,781	100	\$2,461,110.00	\$2,398,980.00	\$2,413,440.00	\$2,470,350.00
	2387	\$30	9,009,725	PREMIER CASH	4/4/22			52	63.29%	11,509	5,692	111,720	80	\$2,168,670.00	\$2,045,040.00	\$2,140,590.00	\$2,165,070.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			35	49.71%	15,212	5,863	141,692	85	\$2,950,650.00	\$2,879,400.00	\$2,972,200.00	\$3,047,400.00
	2358	\$50	5,984,660	\$1,000,000 ULTIMATE	12/20/21			67	88.35%	11,001	4,149	16,635	109	\$2,035,950.00	\$1,888,000.00	\$1,921,000.00	\$2,030,450.00
	2378	\$50	6,116,960	\$200,000,000 CASH BLOWOUT!	3/7/22			56	84.98%	11,312	4,520	26,879	119	\$2,722,700.00	\$2,590,700.00	\$2,539,350.00	\$2,585,350.00
	2344	\$50	10,279,600	500X LOTERIA SPECTACULAR	10/18/21			76	85.05%	12,636	3,284	56,388	113	\$2,529,500.00	\$2,416,000.00	\$2,681,700.00	\$3,785,700.00
	2400	\$100	10,379,010	\$20 MILLION SUPREME	5/16/22			46	46.98%	19,444	8,336	334,392	103	\$7,894,400.00	\$8,011,400.00	\$7,783,900.00	\$8,052,400.00
Sold/Closing	2449	\$1	11,341,050	HOLIDAY BUCKS	11/7/22	4/2/23	5/17/23	21	89.14%	386	325	1,978	2,826	\$26,467.00	\$35,357.00	\$42,228.00	\$63,582.00

Liability for 2378 / for Life to DateProduct Status:
ActiveSmartCash Enabled:
N/A

Validation Range: 02/03/2022 - 12/31/2037

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$50.00	118263	\$5,913,150.00	646491	\$32,324,550.00	84.54%	5171021
2	2	N/A	\$100.00	11766	\$1,176,600.00	64700	\$6,470,000.00	84.61%	5175729
3	3	N/A	\$100.00	23517	\$2,351,700.00	129363	\$12,936,300.00	84.62%	5176009
4	4	N/A	\$100.00	70609	\$7,060,900.00	388154	\$38,815,400.00	84.61%	5175488
5	0	N/A	\$200.00	3390	\$678,000.00	18312	\$3,662,400.00	84.38%	5161449
6	0	N/A	\$200.00	13171	\$2,634,200.00	73472	\$14,694,400.00	84.80%	5187092
7	0	N/A	\$200.00	13301	\$2,660,200.00	73415	\$14,683,000.00	84.66%	5178705
8	0	N/A	\$200.00	7703	\$1,540,600.00	43166	\$8,633,200.00	84.86%	5190679
9	0	N/A	\$500.00	818	\$409,000.00	4310	\$2,155,000.00	84.05%	5141204
10	0	N/A	\$500.00	6311	\$3,155,500.00	34645	\$17,322,500.00	84.59%	5174384
11	0	N/A	\$500.00	4335	\$2,167,500.00	23806	\$11,903,000.00	84.60%	5174668
12	0	N/A	\$500.00	4745	\$2,372,500.00	25915	\$12,957,500.00	84.52%	5170287
13	0	N/A	\$1,000.00	94	\$94,000.00	426	\$426,000.00	81.92%	5011201
14	0	N/A	\$1,000.00	222	\$222,000.00	1060	\$1,060,000.00	82.68%	5057704
15	0	N/A	\$1,000.00	545	\$545,000.00	2533	\$2,533,000.00	82.29%	5033872
16	0	N/A	\$1,000.00	85	\$85,000.00	427	\$427,000.00	83.40%	5101449
17	0	N/A	\$1,000.00	415	\$415,000.00	1913	\$1,913,000.00	82.17%	5026522
18	0	N/A	\$10,000.00	14	\$140,000.00	87	\$870,000.00	86.14%	5269064
19	0	N/A	\$10,000.00	20	\$200,000.00	86	\$860,000.00	81.13%	4962816
20	0	N/A	\$5,000,000.00	0	\$0.00	4	\$20,000,000.00	100.00%	6116959
Totals:				279324	\$33,820,850.00	1,532,285	\$204,646,250.00		

NO. OF TICKETS:

6,116,960

NO. POOLS:

51

PACK SIZE:

20

PACKS/POOL:

6,000

PACKS/GAME:

305,848

Minimum:

5,880,000

Maximum:

6,120,000

TEXAS LOTTERY COMMISSION

"\$200,000,000 CASH BLOWOUT!" - GAME NO. 2378

END OF PRODUCTION PRIZE STRUCTURE

18-Jan-22

6,116,960				\$50 TICKETS		\$305,848,000	REVENUE	PRIZE FUND	\$238,467,100	PAYOUT %:	77.97%	
PRIZE LEVEL	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	WINNERS IN 51 POOLS	WINNERS IN 20 (PER PACK*)	WINNERS IN 120,000 (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	VALIDATION TIER LEVELS
1	1	G	\$50	1	\$50	8.00	764,754	2.500	15,000.000	\$38,237,700	16.03%	LOW-TIER ***** 44.89%
2	2	G	\$100	1	\$100	80.00	76,466	0.250	1,500.000	\$7,646,600	3.21%	
3	3	G	\$50 x 2	2	\$100	40.01	152,880	0.500	3,000.000	\$15,288,000	6.41%	
4	4	G	\$50 "2X"	1	\$100	13.33	458,763	1.500	9,000.000	\$45,876,300	19.24%	
5	0	M	\$200	1	\$200	281.86	21,702	0.071	425.000	\$4,340,400	1.82%	MID-TIER 42.62%
6	0	M	\$50 "2X" x 2	2	\$200	70.60	86,643	0.283	1,700.000	\$17,328,600	7.27%	
7	0	M	\$100 "2X"	1	\$200	70.54	86,716	0.283	1,700.000	\$17,343,200	7.27%	
8	0	M	\$50 + \$50 + \$100	3	\$200	120.25	50,869	0.167	1,000.000	\$10,173,800	4.27%	
9	0	M	\$500	1	\$500	1,192.85	5,128	0.017	100.000	\$2,564,000	1.08%	
10	0	M	\$50 "2X" + \$50 "2X" + \$50 x 6	8	\$500	149.35	40,956	0.133	800.000	\$20,478,000	8.59%	
11	0	M	\$50 "10X"	1	\$500	217.37	28,141	0.092	550.000	\$14,070,500	5.90%	
12	0	M	\$100 "5X"	1	\$500	199.51	30,660	0.100	600.000	\$15,330,000	6.43%	
13	0	H	\$1,000	1	\$1,000	11,763.38	520	0.002	10.000	\$520,000	0.22%	HIGH-TIER 12.49%
14	0	H	\$50 x 20	20	\$1,000	4,771.42	1,282	0.004	25.000	\$1,282,000	0.54%	
15	0	H	\$50 "2X" x 2 + \$100 + \$100 "2X" + \$100 "5X"	5	\$1,000	1,987.32	3,078	0.010	60.000	\$3,078,000	1.29%	
16	0	H	\$100 x 10	10	\$1,000	11,947.19	512	0.002	10.000	\$512,000	0.21%	
17	0	H	\$50 "20X"	1	\$1,000	2,627.56	2,328	0.008	45.000	\$2,328,000	0.98%	
18	0	H	\$10,000	1	\$10,000	60,563.96	101	0.000	2.00000	\$1,010,000	0.42%	
19	0	H	\$50 x 4 + \$100 x 18 + \$500 x 10 + \$1,000 x 3	35	\$10,000	57,707.17	106	0.000	2.00000	\$1,060,000	0.44%	
20	0	H	\$5,000,000	1	\$5,000,000	1,529,240.00	4 ***	0.000	0.078470	\$20,000,000	8.39%	
						3.38	1,811,609	5.92	35,529.078	\$ 238,467,100	100.00%	100.00%
						3.3765						

Note:

"2X" = win DOUBLE the prize by revealing one (1) "2X" Play Symbol.

"5X" = win 5 TIMES the prize by revealing one (1) "5X" Play Symbol.

"10X" = win 10 TIMES the prize by revealing one (1) "10X" Play Symbol.

"20X" = win 20 TIMES the prize by revealing one (1) "20X" Play Symbol.

Consolidated odds are 1 in:	\$50	8.00	764,754	* Each of the following GLEPS will be used in approximately 25% of each pack of 20 tickets.
	\$100	8.89	688,109	** Numbers are rounded.
	\$200	24.87	245,930	*** This number of prizes is guaranteed delivery to the Lottery.
	\$500	58.32	104,885	**** The \$50 and \$100 prize levels are included in the GLEPS, programmed as G-Tiers and included in the Low-Tier files.
	\$1,000	792.35	7,720	
	\$10,000	29,550.53	207	
	\$5,000,000	1,529,240.00	4	
			1,811,609	

CALLOUT:	OVER \$225 MILLION IN TOTAL PRIZES!
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INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

February 4, 2022

The attached invoice(s) for service is being submitted for approval.


Vendor Name	Pollard
P.O. Number (if applicable)	362-22-9010RL002
Tx Game Name	Game #2378 \$200,000,000 Cash Blowout
Invoice Number	8525765
Invoice Amount	\$865,080.82

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

The above referenced invoices have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.


JB
2/7/2022




 Dale Bowersock (Scratch Ticket Strategy Coordinator)
 Please forward to the next person for approval


2/7/2022

Date


 Robert Tirloni (Products Manager)
 Please forward to the next person for approval

2/7/2022

Date


 Ryan Mindell (Lottery Operations Division Director)

2/7/2022

Date

Please return to Maria Perez in the Office of the Controller by

February 14, 2022



140 Otter Street
Winnipeg, Manitoba
Canada R3T 0M8
Phone: (204) 474-2323
Fax: (204) 453-1375

INVOICE NO.: 8525765

Sold To: Texas Lottery Commission P.O. Box 16630 Austin, TX 78761-6630 United States	Ship To: IGT Texas Distribution Center 8520 Tuscany Way Building #6, Suite 100 Attn: Texas Lottery Warehouse Rep Austin, Texas 78754 United States
Terms: Net 30 days after date of invoice	Due Date: March 2, 2022

Invoice Date	Order No.	Your Order	Customer No.
January 31, 2022	1139190		5008

Order name: \$200,000,000 CASH BLOWOUT! #2378
PO Number:

Product Description	Quantity	Unit Price	Amount
Ticket Size 12 x 4	6,116,960	39.83 /M	243,638.52
Spectrum process applied to Scratch FX®	6,116,960	84.00 /M	513,824.64
Four colour process / Spectrum base graphics	6,116,960	12.00 /M	73,403.52
Spectrum process applied to Scratch FX®	1	5,000.00 Ea	5,000.00
Inserts	1	29,214.14 Ea	29,214.14

Under unit price '/M' = price per thousand.

Before Taxes:	865,080.82 USD
Freight:	0.00
Deposit:	0.00
Amount Due:	865,080.82 USD

Banking Instructions:

TD Bank, NA
2035 Limestone Rd.
Wilmington, DE 19808
ABA# 026013673
Bank Account # 3248176206

Delivery: Prepaid
Tax ID/Contract Number: NA
GST Registration Number: 819251463

Scratch Ticket Game Closing Analysis

02/28/21 Thru 02/25/23

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	Week 13*	Week 21	Week 13	Week 17	Week 30	Week 41	Week 66*	Week 45	None
10M-14.99M	Week 17	None	None	Week 27	Week 43	None	None	None	None
15M-19.99M	Week 25	None	None	Week 47*	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	Week 59*	Week 54*	None	None	Week 59*	None	None	None
30M-34.99M	None	Week 55*	None	None	None	None	None	None	None
>=35M	None	None	None	Week 55*	Week 47	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	\$605,763	\$671,354	\$1,218,171	\$1,985,045	\$2,418,561	\$3,720,871	\$3,548,614	\$6,136,988	None
10M-14.99M	\$575,127	None	None	\$2,099,094	\$2,648,035	None	None	None	None
15M-19.99M	\$589,321	None	None	\$1,645,025	None	None	None	None	None
20M-24.99M	None	None	None	None	None	None	None	None	None
25M-29.99M	None	\$830,007	\$1,352,586	None	None	\$7,343,720	None	None	None
30M-34.99M	None	\$1,037,735	None	None	None	None	None	None	None
>=35M	None	None	None	\$4,608,748	\$8,066,364	None	None	None	None

None = no games at this level with 85% sell through

* only one game at this level with 85% sell through

Excludes Promotional Tickets

Unaudited - For Internal Use Only